Contents

Quarter 4 2021 Report

Data retrieved 1/10/2021

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Program Counts

Data	Count
Patient Count	41,419
QMP Count	826
Pharmacy Agent Count	433
PMP Count	72

Patient Information

Patient Counts by Small Area Boundary

See this document for more information on what determines small area boundaries.

Cumulative Current Active and Expired Patien
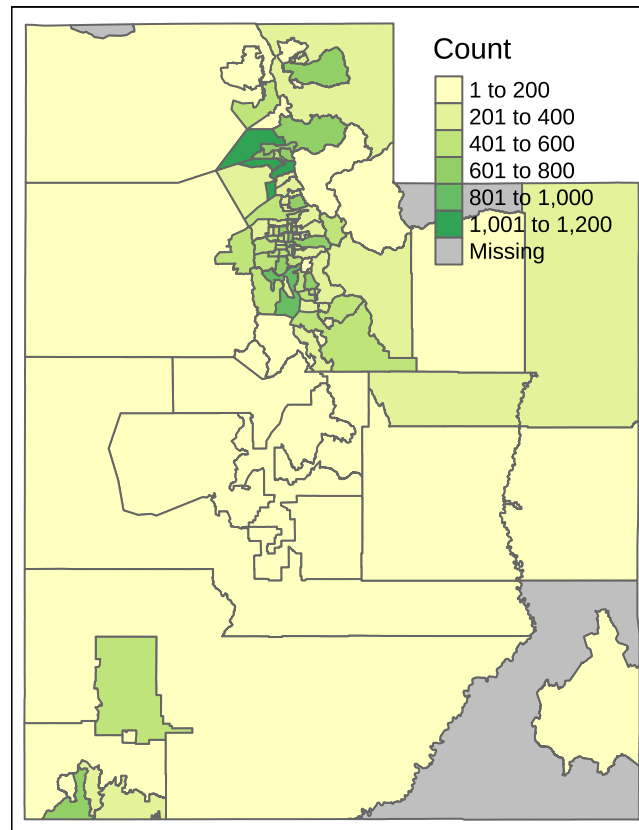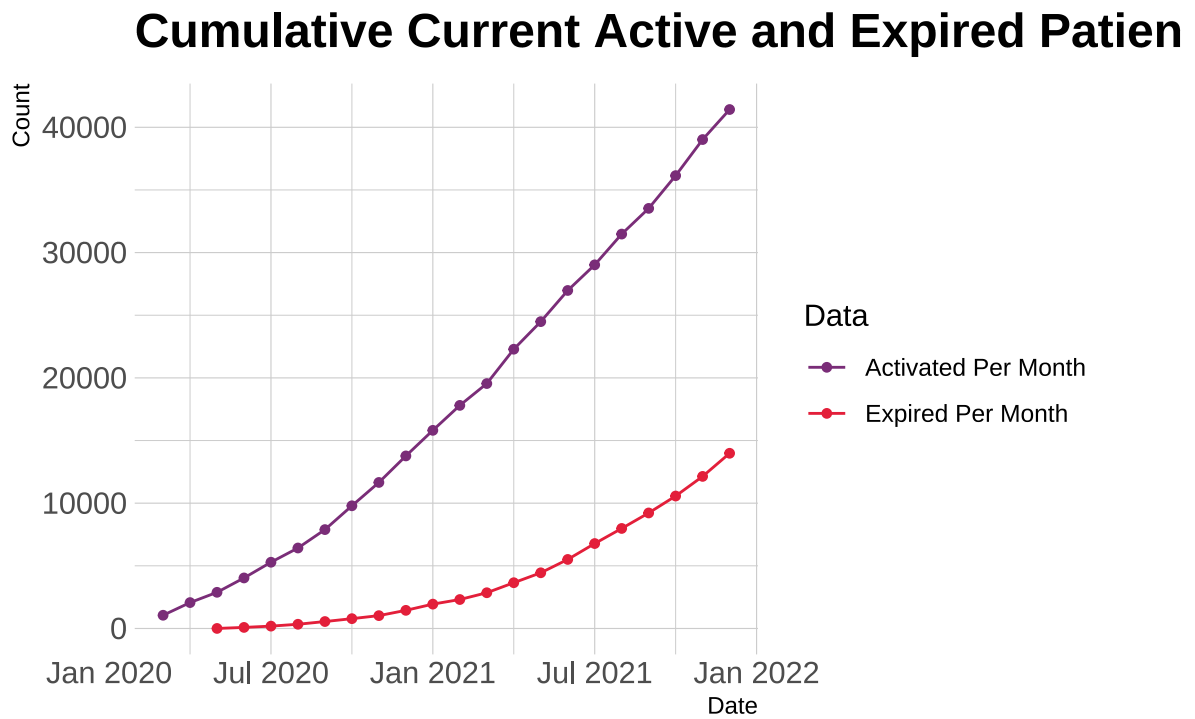
New Patients Per Month
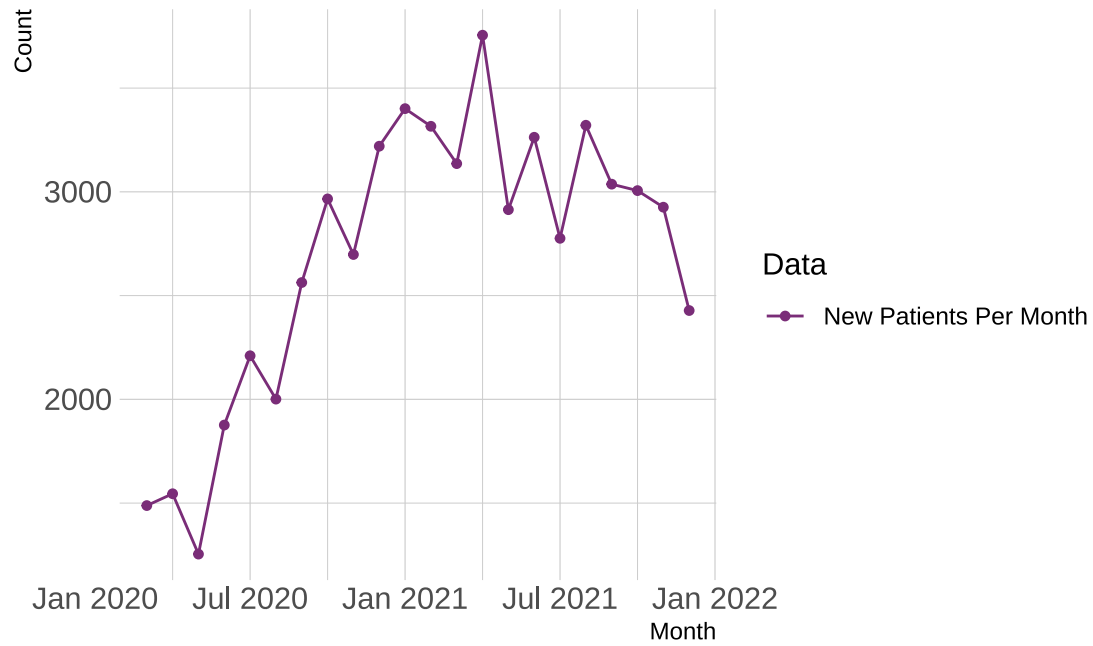
Patient Age Groups

Detail	Count
13 and Under	34
14-17	22
18-20	48
21-30	8,092
31-40	11,197
41-50	9,075
51-60	5,580
61-70	4,880
71 and Over	2,491

Qualifying Conditions
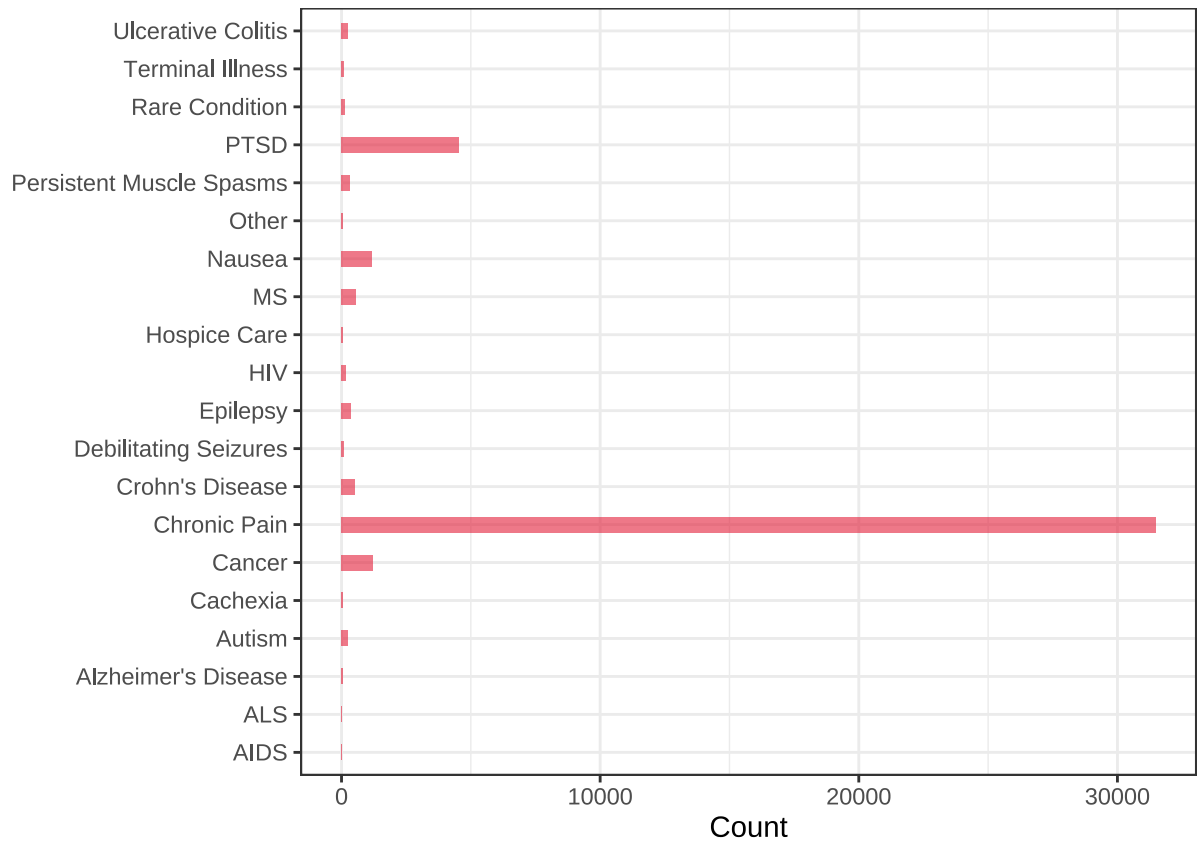
Patient Activity Metrics

Patient Renewals per Month

Patients Renewed in Previous 6 Months
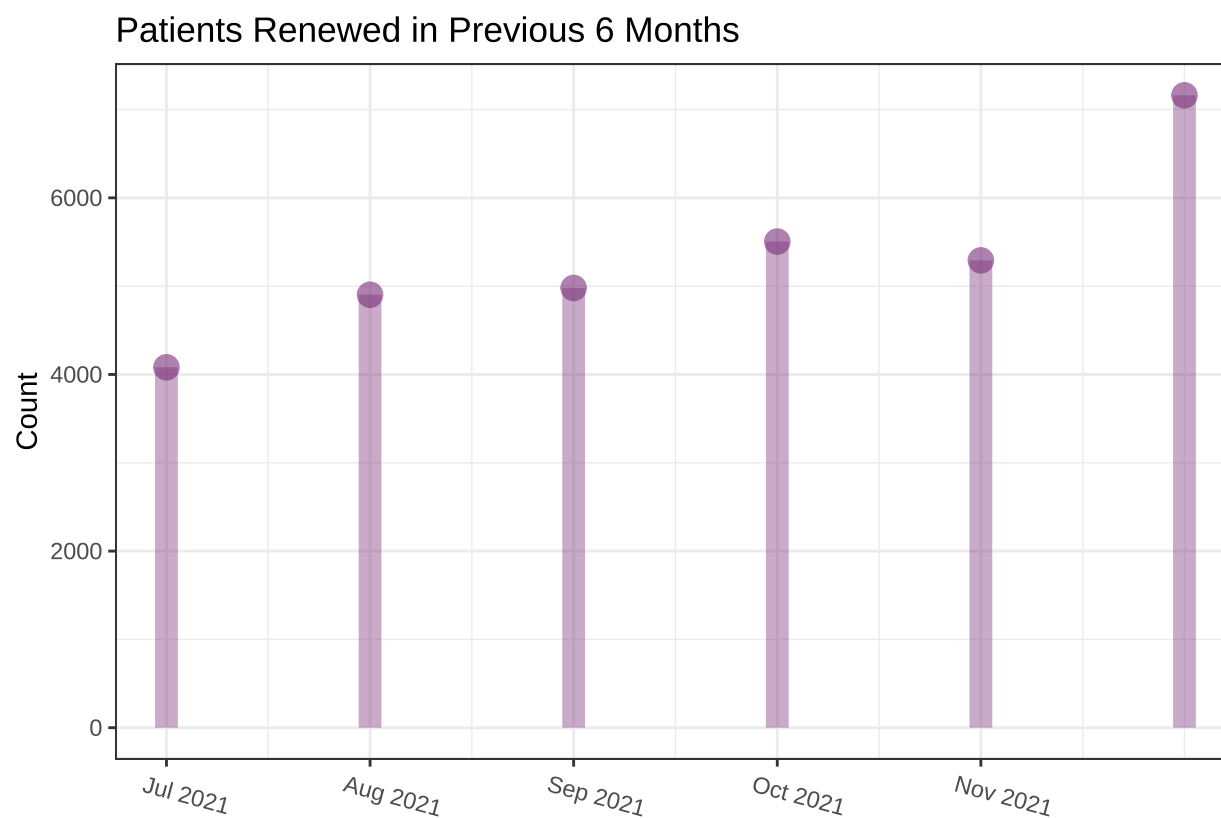
Patient Purchase History

Timeframe	Purchases	Patients
Last 30 Days	1 or more	26,064
Last 30 Days	2 or more	15,845
Last 30 Days	3 or more	10,388
Last 30 Days	4 or more	7,066
Last 60 Days	1 or more	31,559
Last 60 Days	2 or more	22,684
Last 60 Days	3 or more	16,666
Last 60 Days	4 or more	12,926
Last 90 Days	1 or more	34,810
Last 90 Days	2 or more	26,679
Last 90 Days	3 or more	20,849
Last 90 Days	4 or more	16,797

Transactions and Sales

Month-to-Month Transactions/Sales in $
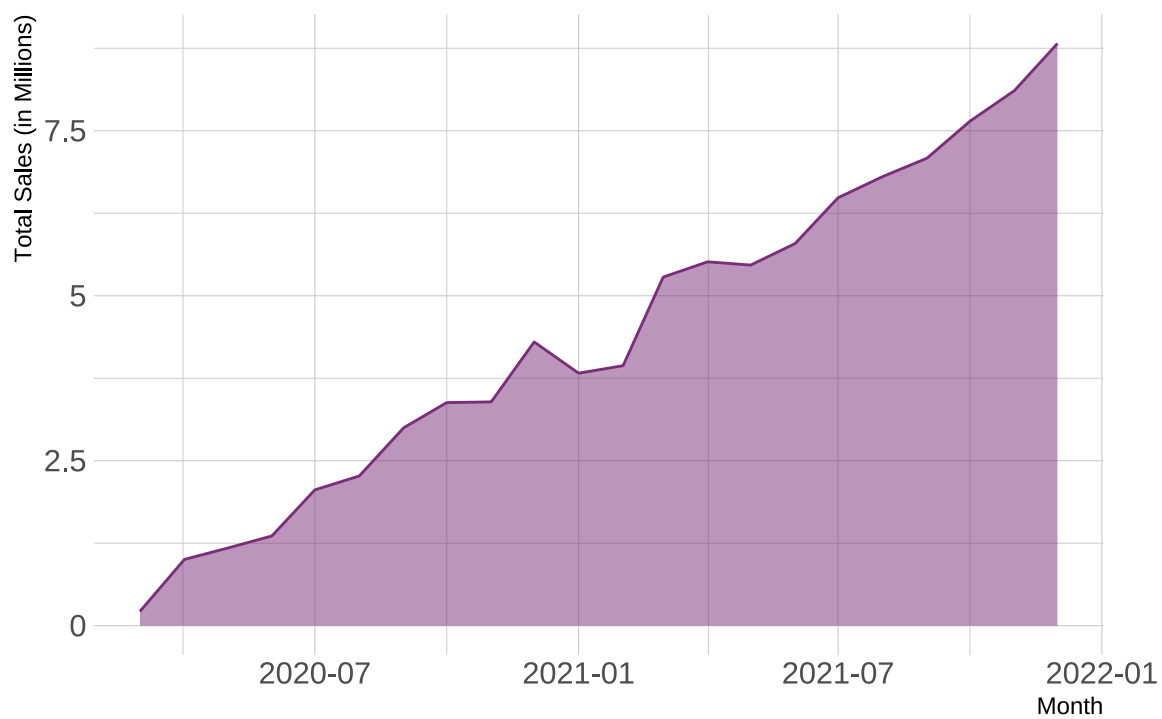
Cumulative Transactions/Sales in $
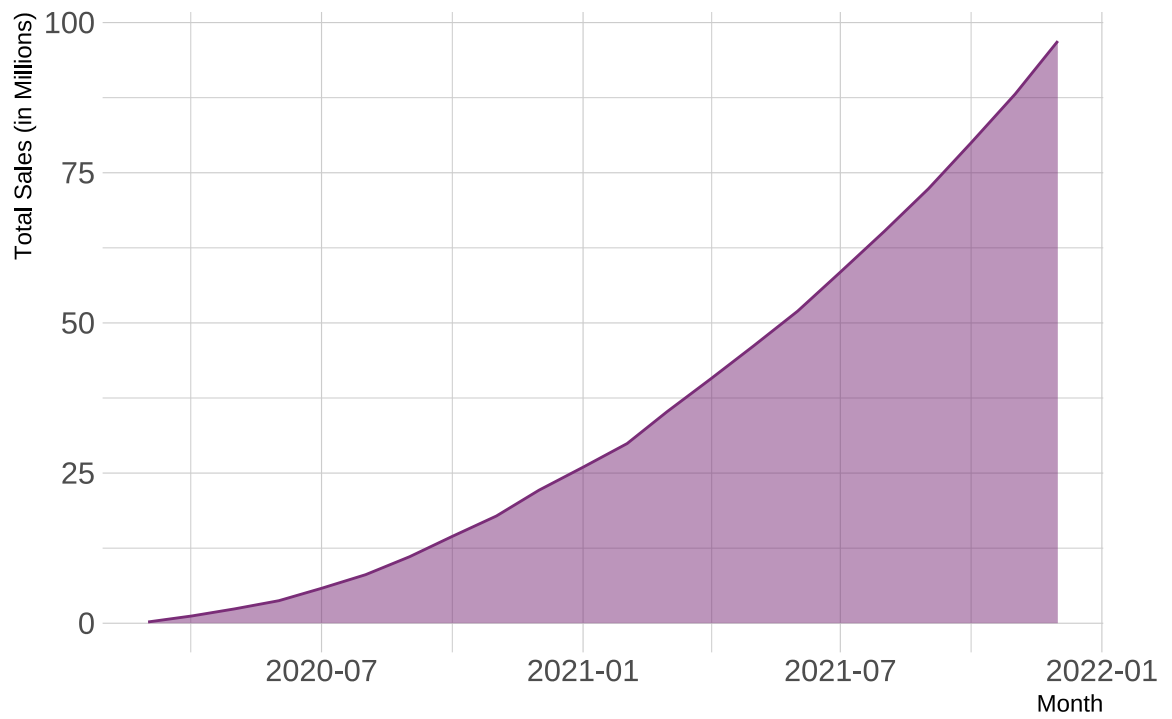
Total Order Discount at Pharmacies
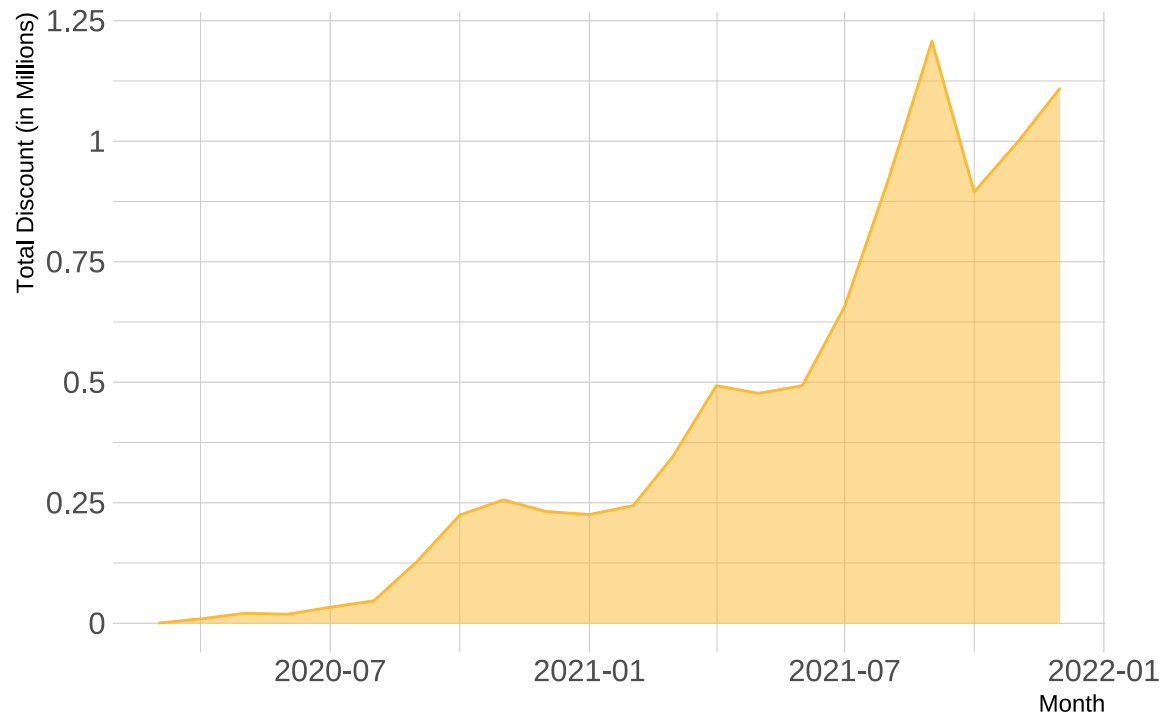
Product Category Name	Total Sales	Product Subtypes
Cartridges / Pens	$8,795,360	Vape Cartridges, Vape Pens
Concentrate	$214,653.8	Tinctures
Flower	$8,836,250	Buds, Finished Flower, Pre-Pack
Infused Edible	$5,481,830	Gummies, Lozenges, Oils, Sprays, Liquid Suspensions, Capsules, Pills
Infused Non-edible	$361,609.1	Balms, Gels, Lotion, Patches, Salves, Topical
Non Medicated	$616,684.2	Pens, Vaporizers, Devices, Grinders, Batteries, Cases

Products Sold by Type

Quarter 4 totals - Based off of Sales from 10/1/2021 to 12/31/2021

Delivery

Delivery Order Totals
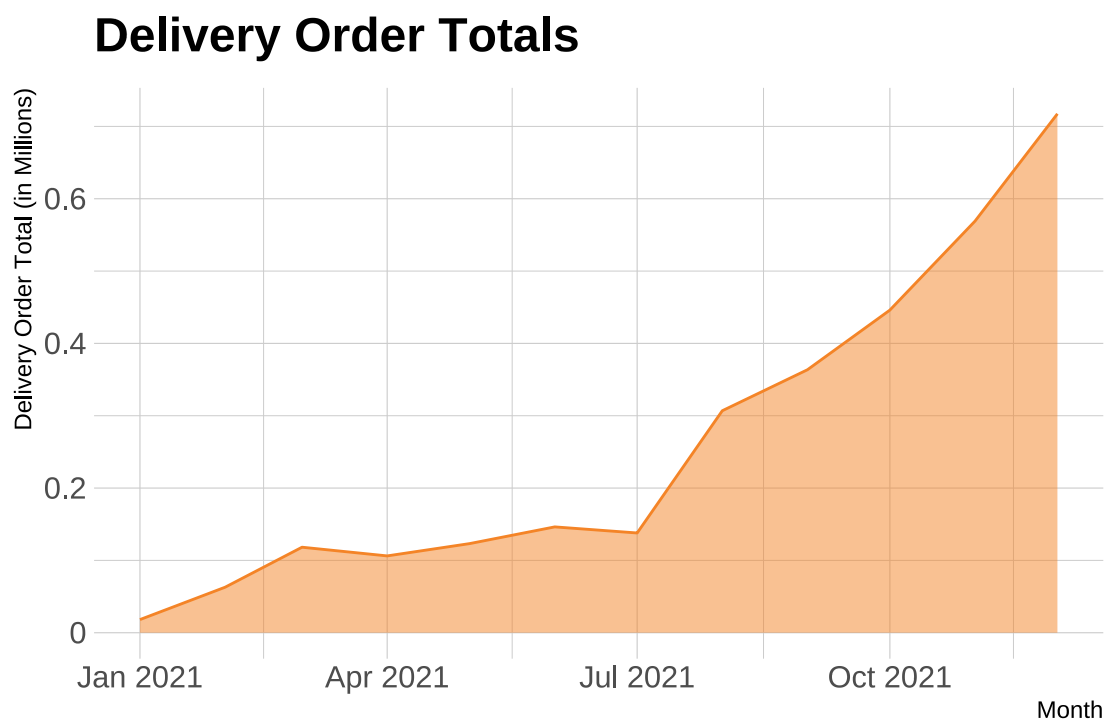
Deliveries by County

Deliveries by County from 11/1/2021 to 12/31/2021
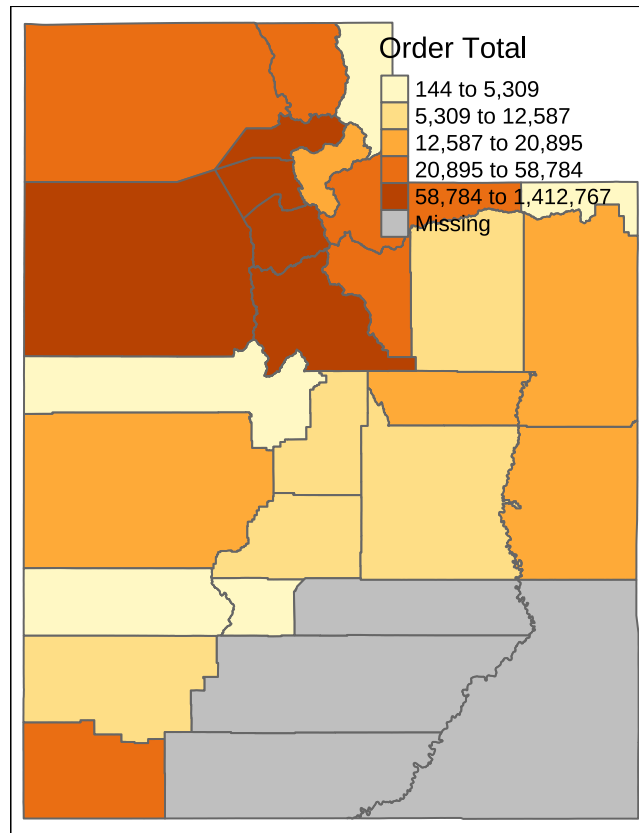
Qualified Medical Providers Information

QMP by County

Estimates based on most recently entered Office address for each QMP.

Detail	Count
Salt Lake	432
Utah	123
Davis	73
Weber	60
Washington	38
Cache	19
Other	16
Iron	10
Summit	8
Wasatch	7
Tooele	6
Juab	5
Box Elder	4
Carbon	4
Sanpete	3
Sevier	3
Millard	2
Morgan	2
Uintah	2
Beaver	1
Duchesne	1
Emery	1
Grand	1

QMPs by Certification Type

DO
Count: 52

PA
Count: 128

APRN
Count: 379

MD
Count: 267
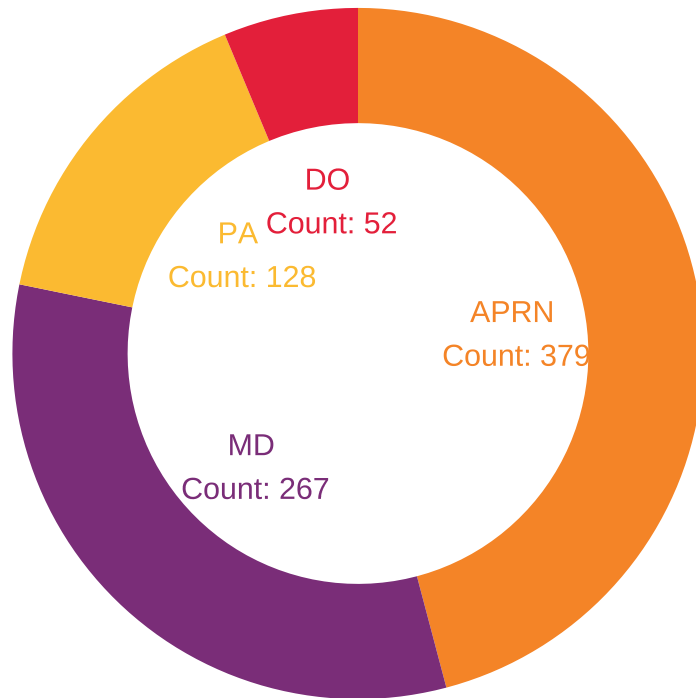
Appendix

Patient Information

Data for patient, QMP, PMP, and pharmacy agent counts are obtained from EVS.

Patients by County

Counties with 11 or fewer patients will appear with NA counts.

Detail	Count
Salt Lake	16,573
Utah	7,227
Davis	4,614
Weber	4,568
Cache	1,762
Washington	1,498
Box Elder	827
Summit	762
Tooele	760
Iron	614
Wasatch	411
Carbon	312
Sanpete	232
Uintah	196
Other	160
Duchesne	124
Sevier	119
Juab	104
Emery	103
Morgan	97
Millard	96
Grand	61
Beaver	60
Garfield	39
Kane	33
San Juan	24
Rich	20
Piute	12
Wayne	NA
Daggett	NA

Patients by Small Area Boundary Table

Which boundary a patient resides in was determined using UGRC's geocoding API. These counts do not include PO Box addresses or addresses entered in a format that the API cannot parse. Boundaries with 11 or fewer patients will have NA as their count.

Small Area	Count
Alpine	92
American Fork	560
Ben Lomond	1,099
Blanding/Monticello	12
Bountiful	721
Box Elder County (Other) V2	148
Brigham City	455
Cache County (Other)/Rich County (All) V2	247
Carbon County	271
Cedar City	506
Centerville	204
Central (Other)	89
Clearfield Area/Hooper	1,002
Cottonwood	751
Daggett and Uintah County	201
Daybreak	531
Delta/Fillmore	68
Draper	564
Duchesne County	79
Eagle Mountain/Cedar Valley	571
Emery County	50
Farmington	249
Grand County	52
Herriman	555
Holladay V2	400
Hurricane/La Verkin	223
Hyrum	132
Ivins/Santa Clara	149
Kaysville/Fruit Heights	368
Kearns V2	516
Layton/South Weber	1,160
Lehi	926
Logan V2	759
Magna	381
Mapleton	138
Midvale	634
Millcreek (East)	325
Millcreek (South)	347
Morgan County	91
Murray	662
Nephi/Mona	73
North Logan	341
North Salt Lake	314
Not assigned	NA
Ogden (Downtown)	774
Orem (East)	288
Orem (North) v2	459
Orem (West) v2	526
Park City	500
Payson	314
Pleasant Grove/Lindon	608
Provo (East City Center)	219
Provo (West City Center)	380
Provo/BYU	333
Richfield/Monroe/Salina	87
Riverdale	501
Riverton/Bluffdale	694

Cardholder Growth

'New Patients Per Month' are new unique patient activations per month. Patients in these counts may no longer be active.

'Activated Per Month' Counts are based on *current* active patients. The month is determined by when they were first made active. Since these counts are based on current active patients, counts in previous months may change as patients expire and renew.

'Expired per Month' Counts are based on currently expired patients organized by the month of their most recent expiration.

The 'Most recent renewal' counts are current active patients organized by the month of their most recent card renewal. Patients who have never renewed are excluded.

'Most Recent Activation or Renewal' is all currently active patients organized by their most recent renewal or activation, if their activation is more recent.

Data	Date	Count
Activated Per Month	Mar 2020	1054
Activated Per Month	Apr 2020	1011
Activated Per Month	May 2020	821
Activated Per Month	Jun 2020	1147
Activated Per Month	Jul 2020	1252
Activated Per Month	Aug 2020	1137
Activated Per Month	Sep 2020	1469
Activated Per Month	Oct 2020	1901
Activated Per Month	Nov 2020	1862
Activated Per Month	Dec 2020	2117
Activated Per Month	Jan 2021	2042
Activated Per Month	Feb 2021	1991
Activated Per Month	Mar 2021	1743
Activated Per Month	Apr 2021	2741
Activated Per Month	May 2021	2202
Activated Per Month	Jun 2021	2487
Activated Per Month	Jul 2021	2045
Activated Per Month	Aug 2021	2456
Activated Per Month	Sep 2021	2050
Activated Per Month	Oct 2021	2614
Activated Per Month	Nov 2021	2881
Activated Per Month	Dec 2021	2396
Expired Per Month	May 2020	2
Expired Per Month	Jun 2020	82
Expired Per Month	Jul 2020	102
Expired Per Month	Aug 2020	150
Expired Per Month	Sep 2020	217
Expired Per Month	Oct 2020	229
Expired Per Month	Nov 2020	242
Expired Per Month	Dec 2020	423
Expired Per Month	Jan 2021	495
Expired Per Month	Feb 2021	368
Expired Per Month	Mar 2021	541
Expired Per Month	Apr 2021	801
Expired Per Month	May 2021	792
Expired Per Month	Jun 2021	1065
Expired Per Month	Jul 2021	1268
Expired Per Month	Aug 2021	1206
Expired Per Month	Sep 2021	1236
Expired Per Month	Oct 2021	1351
Expired Per Month	Nov 2021	1567
Expired Per Month	Dec 2021	1845
Expired Per Month	Jan 2022	525
Most Recent Activation or Renewal	Mar 2020	21
Most Recent Activation or Renewal	Apr 2020	23
Most Recent Activation or Renewal	May 2020	20
Most Recent Activation or Renewal	Jun 2020	37
Most Recent Activation or Renewal	Jul 2020	39
Most Recent Activation or Renewal	Aug 2020	33
Most Recent Activation or Renewal	Sep 2020	25
Most Recent Activation or Renewal	Oct 2020	44
Most Recent Activation or Renewal	Nov 2020	72
Most Recent Activation or Renewal	Dec 2020	60
Most Recent Activation or Renewal	Jan 2021	81
Most Recent Activation or Renewal	Feb 2021	79
Most Recent Activation or Renewal	Mar 2021	95
Most Recent Activation or Renewal	Apr 2021	139

Qualifying Conditions

Detail	Count
AIDS	6
ALS	23
Alzheimer's Disease	43
Autism	248
Cachexia	40
Cancer	1222
Chronic Pain	31479
Crohn's Disease	507
Debilitating Seizures	108
Epilepsy	378
HIV	186
Hospice Care	58
MS	557
Nausea	1163
Other	62
Persistent Muscle Spasms	340
PTSD	4544
Rare Condition	123
Terminal Illness	84
Ulcerative Colitis	248

Transactions and Sales

Sales data is retrieved from ICS - Utah's instance of MJ Freeway's Domo report

Month	Gross Sales	Total Discounts	Total Transactions	Net Sales
2020-03-01	217698.1	406.66	1436	216898.9
2020-04-01	1006571.6	9547.98	6735	1004225.8
2020-05-01	1178110.4	20733.28	8342	1174968.3
2020-06-01	1363578.7	18881.82	10928	1359705.8
2020-07-01	2062359.8	33345.86	14906	2058088.1
2020-08-01	2273056.9	46669.08	17259	2268638.6
2020-09-01	3004338.1	129323.90	23745	2999560.9
2020-10-01	3385297.7	224694.73	27529	3380665.1
2020-11-01	3394729.7	256007.68	27611	3390993.1
2020-12-01	4302300.0	231979.09	33241	4299355.5
2021-01-01	3829950.4	225615.41	30149	3826147.7
2021-02-01	3944851.0	244063.44	31613	3940404.9
2021-03-01	5288365.0	345122.57	40411	5282647.3
2021-04-01	5519264.7	492900.66	41314	5513801.4
2021-05-01	5469225.3	476922.00	42479	5464668.7
2021-06-01	5793342.3	492887.70	46042	5790385.5
2021-07-01	6482307.8	656790.92	52563	6484999.0
2021-08-01	6806235.2	919965.96	55324	6804573.9
2021-09-01	7086973.3	1207601.67	57645	7084340.3
2021-10-01	7649379.6	894792.00	62314	7644743.7
2021-11-01	8113149.3	998972.18	64245	8108083.0
2021-12-01	8829236.5	1110647.67	68486	8821599.7
2022-01-01	1223137.6	137066.08	9458	1222109.9

Delivery Monthly

Delivery data is retrieved from MJ Freeway. Totals prior to November 2021 may be incomplete.

Month	Order Total	Order Count
2021-01-01	18171.1	78
2021-02-01	62929.4	264
2021-03-01	118235.6	557
2021-04-01	106190.8	511
2021-05-01	123188.6	625
2021-06-01	146331.2	691
2021-07-01	137916.5	650
2021-08-01	306913.1	1617
2021-09-01	363566.0	1997
2021-10-01	446055.3	2514
2021-11-01	569072.4	3241
2021-12-01	717435.3	4087

Recent Deliveries by County

County	Order Total	Order Count
Beaver	1398.30	Less than 20
Box Elder	15252.84	82
Cache	26095.23	142
Carbon	3927.50	24
Davis	222802.22	1280
Duchesne	3029.25	Less than 20
Emery	1856.15	Less than 20
Grand	4747.25	23
Iron	3403.40	21
Juab	1486.71	Less than 20
Millard	10088.92	34
Morgan	5572.10	27
Rich	298.40	Less than 20
Salt Lake	548978.19	3181
Sanpete	3621.90	20
Sevier	5433.70	29
Summit	10115.75	40
Tooele	34935.05	180
Uintah	6112.10	34
Utah	126295.69	724
Wasatch	9626.47	52
Washington	8215.40	50
Weber	181810.27	1065